

Message Text

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PAGE 01 MELBOU 01443 080912Z
ACTION XMB-04

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FM AMCONSUL MELBOURNE
TO SECSTATE WASHDC 4605
INFO AMEMBASSY CANBERRA
AMCONSUL SYDNEY
AMCONSUL BRISBANE

UNCLAS MELBOURNE 1443

FOR EXIM BANK

E O 11652 N A
TAGS OVIP, AS
SUBJ: PROPOSED EXIM TRAVEL PLANS

REF A STATE 216537

1. POST SUGGESTS FOLLOWING CONSOLIDATIONS AND ADDITION TO EXIM
TEAM SCHEDULE FOR MELBURNE NOV 1 AND 2, 1978:

A) CONSOLIDATE NORTHWEST SHELF PROJECT DISCUSSIONS WITH B P,
SHELL AND WOODSIDE-BURMAH OIL NL, INTO ONE MEETING: CAN BE HELD
IN CONGEN CONFERENCE ROOM IF THIS IS DESIRABLE. B P AUSTRALIA LTD'S
HEAD OFFICE IS, HOWEVER, ACROSS STREET FROM CONGEN OFFICE AND EQUALLY
CONVENIENT FOR SHELL AND WOODSIDE PARTICIPANTS;

B) CONSOLIDATE MEETINGS WITH HAMERSLEY IRON PTY LTD, AND
ITS PARENT COMPANY (THOROUGH HAMERSLEY HOLDINGS PTY
LTD), CRA, NOTE:ON ADVICE OF ITS LEGAL COUNSEL, CRA DECLINED
TO SPEAK TO GAO TEAM, WHICH VISITED MELBOURNE LATE AUG TO CONDUCT
STUDY ASSESSMENT OF INCREASING RELIANCE OF U.S. MANUFACTURERS ON
FOREIGN-PROCESSED MATERIALS, BECAUSE CRA CURRENTLY INVOLVED IN ANTI-
TRUST LITIGATION WITH U.S. JUSTICE DEPT. POST WILL DEFERE
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CALLING CRA AND HAMERSLEY FOR APPOINTMENTS PENDING EXIM'S
INSTRUCTIONS TO PROCEED.

C) ADD MEETING WITH DIRECTOR OF FINANCE, VICTORIA STATE
TREASURY, MR IAN BAKER. HE HAS EXPRESSED INTEREST IN PAST IN
MEETING EXIM OFFICIALS TO DISCUSS VICTORIA'S FINANCING NEEDS IN
GENERAL. PLEASE ADVISE.

2. RESERVATIONS MADE AT MELBOURNE HILTON FOR CHAIRMAN AND MRS MOORE, MESSRS SCHAFFER AND HEIDRICH FOR NIGHTS OF NOV 1 AND 2. PLEASE ADVISE FLIGHT NUMBER AND ETA MELBOURNE ASAP FOR SCHEDULING PURPOSES, ALSO PLEASE CONFIRM MRS MOORE'S PRESENCE. HILTON GENERAL MANAGER FRANK CHRISTIE ADVISED OF VISIT AND EXTENDS WARM WELCOME TO PARTY.

3. POST AGREES BREAKFAST OR LUNCHEON MEETING WILL PROVIDE EXCELLENT FORUM FOR MAXIMUM EXPOSURE OF CHAIRMAN. WE PROPOSE TO INVITE MAXIMUM OF TWO DOZEN, BUT CHAIRMAN MAY PREFER SMALLER GROUP.

FOR EXIM'S BUDGET PLANNING, PROPOSE TO HOLD FUNCTION AT HILTON, WHOSE PRICES AS FOLLOWS: BREAKFAST - DOLLARS 7-9 PER HEAD; LUNCHEON - A DOLLARS 12.50 UPWARDS PER HEAD. PLEASE ADVISE POST ASAP HOW MUCH EXIM WISHES TO BUDGET FOR THIS FUNCTION AND HOW TEAM PREFERS TO USE IT, EG, BREAKFAST FOR LARGER NUMBER OR LUNCHEON FOR SMALLER NUMBER.

4. DOES CHAIRMAN ALSO WANT MEDIA EXPOSURE, EITHER AT ABOVE FUNCTION OR ELSEWHERE? BELIEVE REASONABLY GOOD COVERAGE CAN BE OBTAINED IF CHAIRMAN WILLING EITHER TO GIVE SHORT ADDRESS AT BREAKFAST/LUNCHEON, OR GIVE PRESS CONFERENCE AFTERWARDS. PLEASE BEAR IN MIND, HOWEVER, MELBOURNE THIRD AUSTRALIA STOP AND NEWS-WORTHINESS OF VISIT MAY BE PLAYED OUT BY THEN, UNLESS CHAIRMAN UNCLASSIFIED

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WISHES USE MELBOURNE VISIT AS OPPORTUNITY FOR SOME PARTICULARLY NEWSWORTHY ANNOUNCEMENT. PLEASE ADVISE.

5. AT SUGGESTION ROGER HARMMAN, FORMER EXIM STAFFER AND NOW MELBOURNE REP FOR CROCKER NATIONAL BANK, POST WISHES KNOW WHETHER EXIM TEAM PREFERS NOT RPT NOT TO INVITE TO ABOVE FUNCTION HEADS OR HIGH-LEVEL REPS OF BANKS WHOSE COOPERATIVE FUNANCING FACILITIES HAVE BEEN DISCONTINUED. (POST UNDERSTANDS CFF PROGRAM WAS STOPPED THROUGHOUT AUSTRALIA OWNING TO LACK OF USE BY CFF-PARTICIPATING LOCAL BANKS). IF EXIM PREFERS NOT RPT NOT INVITE, POST WOULD APPRECIATE LIST OF THOSE MELBOURNE-BASED BANKS WHO HELD CFF'S.

6. GROUND TRANSPORTATION: POST REGRETS IT UNABLE PROVIDE CAR OR DEIVER DURING EXIM TEAM VISIT AND RECOMMENDS TEAM AUTHORIZE US TO HIRE SEDAN AND DRIVER FROM AUSTRALIAN GOVT'S ADMINISTRATIVE SERVICES DEPT. OURLY RATE, DAY AND NIGHT, IS A DOLLARS 16.80 FOR FOUR-DOOR FORD LTD WITH CHAUFFEUR. (ALTERANTIVE IS TO USE TAXICABS; AS AUSTRALIA DRIVES ON THE LEFT WE RECOMMEND AGAINST TEAM'S USE OF DRIVE-YOURSELF RENTED CARS). CONTROL OFFICER WILL MEET TEAM ON ARRIVAL AND POST WILL PROVIDE TRANSPORT TO HILTON WHERE HIRED CAR AND DRVIER CAN PICK UP TEAM FOR FIRST APPOINTMENT PLEASE ADVISE BUDGET FOR MELBOURNE CAR-DRIVER HIRE; SUGGEST PLAN

ON EIGHT HOURS/DAY USE.

7. POST PLANS SEEK APPOINTMENTS FOR CHAIRMAN AND TEAM WITH CHIEF EXECUTIVE OFFICERS OF ALL COMPANIES NAMED. IF THERE ARE OTHER INDIVIDUALS AT LOWER LEVELS WHOM TEAM MEMBERS WISH TO SEE PLEASE ADVISE. LIKEWISE PLEASE ADVISE SPECIFIC ISSUES, IF ANY, TO BE RAISED BY TEAM SO AS TO ALLOW COMPANIES ADEQUATE TIME TO PREPARE.

8. POST SENDING BY APO AIRMAIL TO EXIM-TELECA STORY FROM SEPT 5, MELBOURNE "AGE" ON US DOLLARS 150 MILLION LOAN NEGOTIATED BY HAMERSLEY HOLDINGS WITH CONSORTIUM OF U.S. AND CANADIAN BANKS(INCLUDING CROCKER) AND U.S. DOLS 60 MILLION LOAN IT IS REPORTEDLY ABOUT TO SIGN WITH CONSORTIUM OF EUROPEAN BANKS.
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9. CONTROL OFFICER FOR VISIT IS JAMES C CURRAN, CHIEF OF ECONOMIC/COMMERICAL SECTION. OFFICE PHONE (03) 699-2244; AFTER HOURS (03) 699-2747; HOME (03) 26-1458.
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